# Advanced Business Valuation and Integrated Financial Modelling Course

9 – 13 November 2026
Vienna

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# Advanced Business Valuation and Integrated Financial Modelling Course

**Ref:** 1082_179847 **Date:** 9 – 13 November 2026 **Location:** Vienna **Fees:** 5700 Euro

## Overview

Advanced Business Valuation and Integrated Financial Modelling Course is a one-week advanced course for corporate finance analysts, investment analysts, transaction teams, finance managers, and valuation professionals, who leave with an Integrated Valuation Model and Decision Pack. Participants connect model architecture, three-statement forecasts, operating drivers, free cash flow, discounted cash flow valuation, comparable company analysis, model checks, and valuation ranges. Agile Leaders Training Center develops business valuation and financial modelling capability.

## Who Should Attend

- Teams responsible for corporate forecasts and valuation models
- Teams responsible for transaction analysis and investment recommendations
- Teams responsible for capital allocation and strategic finance decisions
- Teams responsible for reviewing assumptions, model integrity, and valuation evidence
- Teams responsible for presenting valuation ranges to decision committees

The course assumes participants already analyze financial statements and use spreadsheet formulas, and it leaves introductory accounting, basic spreadsheet instruction, fundraising pitches, and sector-specific project models outside its scope.

## Departments and Industries

The course supports departments and industries that evaluate businesses, investments, acquisitions, and strategic options.

- Corporate finance, investment analysis, strategy, and transaction advisory
- Banking, asset management, private capital, and professional services
- Manufacturing, technology, healthcare, and consumer businesses
- Energy, logistics, telecommunications, and infrastructure operators
- Finance leadership, business planning, and investment committees

## Learning Objectives

By the end of this course, participants will be able to:

- Build an integrated three-statement forecast model
- Analyze operating drivers and historical performance
- Apply discounted cash flow and relative valuation methods
- Evaluate cost of capital and terminal value assumptions
- Compare scenarios, sensitivities, and valuation ranges
- Build an Integrated Valuation Model and Decision Pack

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## Course Agenda

## Day 1: Model Architecture and Historical Analysis

- Model Purpose and Output Definition Sheet
- Inputs, Calculations and Outputs Architecture Map
- Historical Financial Statement Normalization Schedule
- Operating Driver and Assumption Register
- Model Integrity and Error Check Dashboard

## Day 2: Integrated Forecast Construction

- Revenue Volume, Price and Mix Forecast Schedule
- Operating Cost and Margin Driver Model
- Working Capital and Cash Conversion Schedule
- Capital Expenditure and Depreciation Roll-Forward
- Integrated Income Statement, Balance Sheet and Cash Flow Model

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## Day 3: Discounted Cash Flow Valuation

- Free Cash Flow to Firm Bridge
- Weighted Average Cost of Capital Build-Up
- Discounted Cash Flow Valuation Schedule
- Terminal Value Method Comparison
- Enterprise-to-Equity Value Reconciliation

## Day 4: Market Evidence and Valuation Range

- Comparable Company Selection Matrix
- Trading Multiple Normalization Table
- Precedent Transaction Evidence Schedule
- Sensitivity and Scenario Analysis Grid
- Valuation Range and Method Weighting Chart

## Day 5: Valuation Model Practice

- Exercise: Diagnose Historical and Forecast Linkage Errors
- Exercise: Recalculate Free Cash Flow and Cost of Capital
- Exercise: Challenge Terminal Value and Comparable Assumptions
- Exercise: Defend Scenario Results and Valuation Range
- Capstone Exercise: Integrated Valuation Model and Decision Pack

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## Practical Exercises

The course uses suggested activities that combine model construction, valuation judgment, review, and communication.

- Suggested activity: normalize historical statements and build operating drivers for a manufacturer
- Suggested activity: link forecasts and diagnose balance, cash, and formula errors for a service business
- Suggested activity: compare discounted cash flow and market evidence for a technology company
- Suggested activity: present a valuation range and assumption risks to an investment committee

## FAQs

### Who suits advanced business valuation and financial modelling training?

Corporate finance analysts, investment analysts, transaction teams, finance managers, and model reviewers suit the training. Participants should already analyze financial statements and work with spreadsheet formulas.

### How does business valuation and financial modelling differ from budgeting training?

Business valuation and financial modelling links operating forecasts to free cash flow, discount rates, market multiples, terminal value, and valuation ranges. Budgeting training centers on plans, resource allocation, and variance control.

### How does discounted cash flow valuation produce an enterprise value?

Discounted cash flow valuation converts forecast free cash flow to present value using a risk-adjusted cost of capital, adds terminal value, and reconciles enterprise value to equity value.

### Why combine comparable companies with discounted cash flow valuation?

Comparable companies provide market pricing evidence while discounted cash flow connects value to business fundamentals and assumptions. Comparing both helps analysts explain differences and form a valuation range.

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## How do sensitivity and scenario analysis improve a valuation model?

Sensitivity and scenario analysis show how value changes when operating drivers, discount rates, terminal assumptions, and market multiples move, making uncertainty and decision tradeoffs visible.

## Conclusion

Participants take back an Integrated Valuation Model and Decision Pack containing normalized history, operating drivers, linked statements, free cash flow, discount rates, terminal value, market multiples, scenarios, model checks, and a valuation range. The pack connects forecast logic with valuation evidence. Teams can use it to review assumptions, compare methods, and support investment decisions.